

Message Text

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44

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W
----- 031164

P R 031058Z JUN 75
FM AMCONSUL JOHANNESBURG
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY PRETORIA
AMCONSUL CAPE TOWN
AMCONSUL DURBAN
SECSTATE WASHDC 3930

UNCLAS JOHANNESBURG 773

E.O. 11652: N/A

TAGS: BBSR, BEXP, SF

SUBJECT: GLOBAL MARKET RESEARCH: ELECTRIC ENERGY SYSTEMS

REF: JOHANNESBURG 764

1. BID FROM MIDDLE WEST SERVICE COMPANY (PTY) LTD, (MWSC) RECEIVED LATE MONDAY, JUNE 2. COPIES OF FORMAL PROPOSAL SENT VIA REGISTERED INTERNATIONAL AIR MAIL AND VIA AIR POUCH ON JUNE 3, PER INSTRUCTIONS.
2. MWSC PROPOSAL DOES NOT MEET USDOC'S SPECIFICATIONS BUT IS MADE ON A QUOTE BEST EFFORTS END QUOTE BASIS WITH A BID PRICE NOT EXCEEDING US\$7,500, YET NOT REPEAT NOT INCLUDING COSTS FOR TRAVEL, COMMUNICATION, AND REPORT PREPARATION. MWSC STATES THAT A STUDY IN FULL COMPLIANCE WITH THE SPECIFICATIONS WOULD REQUIRE A BUDGET SEVERAL TIMES THE SIZE OF MWSC'S BID.
3. OF NTEREST TO USDOC ARE SEVERAL POINTS RAISED BY MWSC. THE FIRM QUESTINS THE APPROPRIATNESS OF THE SURVEY IN VIEW OF THE ALLEGED SAG DIRECTIVE TO QUOTE BUY FRENCH END QUOTE. MWSC POINTS OUT THE ROLE OF FINANCING AND CRDIITS AS THEY AFFECT PURCHASING DECISION. MWSC COULD NOT PROCEED WITHOUT ESCOM'S COOPERATION. THE FORMAT REQUIREMENTS OF APPENDIX E, TABLE 1 COULD NOT BE MET.
4. CONGEN FEELS MWSC'S BID SHOULD NOT BE CONSIDERED AS IT IS CLEARLY DEFICIENT. OUR DEFINITIVE RECOMMENDATION IS THAT

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THE CONTRACT AWARD SHOULD GO TO DEVELOPMENT AND

MARKETING (PTY) LTD., PER REFTTEL.
GUTHRIE

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